

Remember to RSVP for the November meeting by Nov 4th, see details below.



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Oct/2010

November LIFT Meeting

The November General LIFT Meeting will be at [Meals on Wheels of Tarrant county](#). Hope you can join us for a unique and thought provoking meeting.

DATE:

Wednesday, Nov. 10th

LOCATION:

320 S. Freeway(I 35W)
Fort Worth, Texas 76104 (Facility is South of Rosedale on west side of I35W)



[click here for map](#)

AGENDA:

5:45pm - Social hour with beer and wine available. *Thanks to NetPac Systems for sponsoring the Social Hour.*

6:30 - Dinner will be a down home Texas BBQ Style with brisket, sausage, and country lovin sides.

7:30 - Speakers include Carla Juston, the executive director of Meals on Wheels of Tarrant county who will discuss the role of Meals on Wheels in supporting hunger needs and Tarrant county. Sherry Simon, director of nutrition services will then help us understand what role the food industry has to play in solving poverty issues and end the night with a tour of the kitchens and facilities of Meals on Wheels.

As we approach the Thanksgiving season, this meeting should get us thinking about the blessings in our lives and as food industry professionals, bring attention to hunger needs in our area.

COST:

\$15 per person.

RSVP:

IMPORTANT: Our Caterers must have a firm headcount by

5PM **Nov. 4** -- RSVP ASAP to craig@integra-ingredients.com.

We'd like to thank Holly Deal and the LIFT New Professionals Group for organizing this month's meeting!

Upcoming Events

LIFT New Professionals Network Re-connect Event Rhythm & Wine Night

LOCATION:

Delaney Vineyard
2000 Champagne BLVD, Grapvine, TX
817-481-5668



DATE: Thurs., Nov. 4

TIME: 6:30 pm

RSVP: By Nov. 1st to holly.deal@pepsico.com

Hope you all can make it to our New Professionals Event at Delaney Vineyard in Grapevine! If you've been in the industry for less than 10 years then you are a New Professional so please make plans to join us.

We are excited about getting this group up off the ground and running, and making connections throughout DFW of New Professionals in the Food industry! It's a great time to join in.

To further encourage communication between one another, we've created a facebook page! Check us out and join the group!

[Find us on Facebook](#) 

LIFT Holiday Party

December Holiday Party will be at The Ranch in Las Colinas on Dec 9th. Great Food, Live music (Country, R&B and more) and dancing provided by Ken Savage and the Best Kept Secret Band. Look for more details to come.

Donations Needed!!!

Donations for door prizes and beverages for the **LIFT Christmas Party** are now being collected. Contact Sharon McCabe (972-360-8077), or email smccabe@netpacsystems.com.

Training

DMI Southwest Region Crisis Drill in Dallas

Is the US dairy industry prepared to respond with 'grace under fire' in the event of a food safety crisis?

Please join us for Dairy Management Inc.'s (DMI) Southwest Region Crisis Drill in Dallas. Representatives of co-ops, dairy processing companies, ingredient manufacturers and food companies from across the country are encouraged to attend.

This unique training exercise will bring together dairy industry associations, federal and state government, dairy cooperatives and processors from across the Western region of the U.S. for a food safety scenario-based training that will cover:

- Leveraging industry-wide resources to communicate with consumers in a "common voice" through traditional and social media
- Delivering effective messages and information to customers, employees and other stakeholders
- Working with federal and state authorities in recall situations

Date Thursday, November 11, 2010
Time 7:30a.m.-4:00p.m. CT
Location Airport Marriott South | Dallas, TX

Reception

A networking reception will be held at 5 p.m. on November 10 at the Marriott.

Registration

Register NOW using the drill microsite. Space is limited to ensure a hands-on experience.

We would like to have representatives of your company from communications, quality assurance and other departments that would play a role in crisis response. Please share this save-the-date with your colleagues as appropriate.

The 2010 Dairy Industry Crisis Drill in Dallas is a checkoff-sponsored event. There is no fee to attend, but drill participants are responsible for travel and hotel costs. For more information about 2010 Dairy Industry Crisis Drill registration please visit the drill microsite.

To reserve a room at the Airport Marriott South, call 817-358-1700 and ask for the Southwest Region Dairy Industry Crisis Drill discounted rate of \$139/night.

Contact

We look forward to your participation in this important exercise. Questions? Contact

- Stacey Stevens stacey.stevens@rosedmi.com, Vice President of Media and Industry Affairs at DMI
- Teresa Wagner wagnert@dairymax.org, Dairy Confidence/Medical Outreach Director at Dairy MAX

Dairy MAX is a local affiliate of DMI.

Jobs Available

MAINTENANCE MECHANIC

Food Source LP in McKinney is a frozen food processor of entrees, sauces and specialty food products. We are currently looking for an experienced, proactive Maintenance Mechanic with the following skills to join our team: Minimum of 3-5 years experience as a maintenance Mechanic, strong mechanical and strong electrical aptitude. Prefer experience in a food manufacturing facility. Able to perform mechanical troubleshooting, equipment repair and preventative maintenance on processing equipment. Ability to read blueprints and schematics. PC skills in MS Word, Excel. Able to lift 50 lbs. HS Diploma or GED. Fax or email resume with salary history to: (972) 542-0884, hr@foodsourcelp.com
Local candidates only, principals only, no phone calls please EOE

NATIONAL ACCOUNT MANAGER

Company: Griffith Laboratories
Visit Website/Apply Online ([Click Here](#))
Location: Dallas
State: Texas
Salary: Not Specified
Job Types: Corporate Chef, Culinary, National Sales Management

Position Overview:

To provide strategic, analytical and tactical leadership within the assigned National Account/Chain channel. He/she will possess well developed skills for building long-term Customer relationships while handling multiple priorities. Driving for results is imperative.

Essential Duties and Responsibilities:

Manage and oversee the execution of our Custom Culinary® sales within the National Account/Chain channel.

Manage Execution: Consistently achieves targeted sales and financial goals. Builds strategies that support our long range goals while staying within financial guidelines.

Business Management: Develop and execute strategies that support our brands, total product portfolio in keeping with our financial goals. Develops sales forecasts, resource needs and customer communications.

Customer Relationship Management: Responsible for customer interaction and developing top-to-top relationships. Understanding of our customer's organizational structure and how to maneuver effectively within these organizations. Represents Custom Culinary® at appropriate trade associations.

Establish Plans: Build short and long-term plans that support both the customer's goals while achieving Custom Culinary's® financial expectations. Positions the company for accelerated growth.

Financial Acumen: Manage our National Account/Chain account P&L to assure that we are selling the right mix of products at the margins set in our company goals.

Problem solving will be related to providing unique and differentiated products to our customers [branded or customized].

Key decision points will be in the area of customer selection, product customization and profitability.

Continuous learning with existing and new customer acquisition.

Education and/or Experience: Extensive and proven experience of the National/Chain channel. In-depth understanding of National/Chain strategies. Culinary training/understanding is a big PLUS . Extensive experience working with chains on custom projects. Years of experience: Minimum 5 years Other: Strategic planning, customer acquisition skills and planning.

2010-2011 LIFT Executive Committees

Chair - Dick Metivier - dick.metivier@pepsico.com

Co-Chair Elect Sharon McCabe - smccabe@netpacsystems.com

Co-Chair Elect Craig Brazier - craig@integra-ingredients.com

Secretary - Jaime Reeves - jaime.reeves@pepsico.com

Treasurer - Hank Dres - hank@dieninc.com

Past Chair-Janet Adams - janet@parkerproducts.com

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